



LAN-TEL Communications, Inc.  
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Date: July 21, 2015

To: Michael Kane  
Office of Emergency Management  
Metro Boston Homeland Security Region  
City Hall, Boston MA

From: Eric Johnson  
LAN-TEL Communications, Inc.  
1400 Providence Highway  
Suite 2000, Building 2  
Norwood, MA 02062  
(Ph) 617-413-2148  
(Fax) 781-551-8667  
[ejohnson@lan-tel.com](mailto:ejohnson@lan-tel.com)

**Re: Dvtel Thermal Cameras and 30X zoom**

LAN-TEL is pleased to submit the attached proposal. This is based on the information, instruction and requirements mutually reviewed and documented.

I am confident you will find our quote to be complete in terms of scope, and compliance, of the **FAC64** state contract, and as consistent with information received on your initial meeting.

If you have any questions, please call me at (617-413-2148), or simply e-mail me at [ejohnson@lan-tel.com](mailto:ejohnson@lan-tel.com)

We look forward to reviewing our proposal with you and thank you again for your continued consideration of LAN-TEL Communications, Inc.

**Quote Summary:**

LAN-TEL's lump sum quotes include the supply of all labor, cable, coring, required equipment, project management, insurances and permits for successful installation of the equipment reviewed and stated herein.



LAN-TEL’s technicians will install (8 ) Dvtel thermal cameras and (4) 30 X PTZ day / night cameras. These cameras will be installed in and around the waterways of Chelsea , Everett and Boston.

**WORK TO BE PERFORMED**

**STOCK & LABOR**

Cameras will be installed at following locations:

- (1) Thermal and (1)30 X PTZ camera at Gulf Oil pier - Chelsea
- (1) Thermal and (1)30 X PTZ camera at MWRA Tower -Chelsea
- (1) Thermal and (1)30 X PTZ camera at Mystic Bridge –East-Chelsea
- (1) Thermal and (1)30 X PTZ camera at Mystic Bridge –West-Chelsea
- (2) Thermal cameras Mystic Power Plant- Everett
- (1) Thermal camera –St Lawrence Cement. -Everett
- (1) Thermal camera –LaFarge Cement – Boston \$70,260.26

QTY:	VENDOR	PART#	Description:	Per	Total
8	DVTEL	CT-5640-30	Dvtel Thermal 5640--30--25F	\$5,500.30	\$44,002.40
4	DVTEL	CP-4221-301	Dvtel 30 x zoom	\$2,323.04	\$9,292.14
8	MIER		NEMA Enclosure 16 x 14	\$312.00	\$2,496.00
8	NETGEAR	FS105	5 port Gig switch	\$221.00	\$1,768.00
2	UBIQUITY	NB05G25	Ubiquiti Backhaul	\$162.50	\$325.00
4	ALTRONIX	T2428175	24 v Power Supplies	\$49.40	\$197.60
8	DVTEL	CT-WALL-00	Dvtel 4 K bracket arm	\$45.50	\$364.00
12	DVTEL	LAT-NT-CHAN	Camera Licenses	\$160.88	\$1,930.50
8	DVTEL	CX-ARM-1	LONG MOUNT BRACKET	\$68.64	\$549.12
1	DVTEL	SSA	SERVICE AGREEMENT	\$487.50	\$487.50
1	STOCK	HARDWARE		\$455.00	\$455.00

**Qualifications:**

1. Normal working hours are between 7:00AM and 4:00PM Monday through Friday, excluding holidays, unless otherwise directed, with premium labor adjustments applied per approved change order protocol.
2. All security work is to be coordinated and completed by LAN-TEL.
3. We assume all conduits, coring, sleeves, workboxes, floor boxes, poke-thru with trim flanges, grounding backbone & bus bars, power, and rubbish removal from the central sweep point will be completed by LAN-TEL.



4. We shall fire-stop and seal only those sleeves, conduits, cores, utilized by LAN-TEL for the work specified.
5. We shall provide a one year product warranty under FAC64 against defects and on overall craftsmanship, starting from the date of substantial completion.
6. Warranty does not include any repairs of equipment damaged by vandalism, misuse, or "Acts of God".
7. Underground utilities are to be marked and located by the owner. LAN-TEL will not be responsible for any underground utilities improperly marked.
8. Job permits are included in the total proposal cost.
9. Full and uninterrupted access to all the work locations is required.
10. This proposal is in effect for 60 days unless otherwise extended by LAN-TEL.

**LAN-TEL Communications, Inc.**

**CITY OF BOSTON OEM**

By: ***Eric Johnson***

By: \_\_\_\_\_

Date: 7/21/2015

Date: \_\_\_\_\_